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after a massage (instead of a tip), and she was quite impressed that I was a beekeeper. I invited her to my house to see my hives. She was fascinated enough to stand unprotected alongside the hives as I pulled out frames. Afterwards, I talked about the healing aspects of beekeeping, such as eating honey as allergy prevention and stinging arthritis sufferers as a way to reduce inflammation. She became euphoric, for here was a way to increase her healing skills. I could see the mental gears in motion—a beekeeping massage therapist. The next January, she enrolled in the bee school, and today is a keeper of three hives.

Here is another example. I met a person who expressed some curiosity about bees. In the conversation, I found out he was a big-time techie (aren't 80% of today's young people techies?). So I spoke about the subject's Internet presence, and

showed him several web sites and chat rooms, and told of several international friendships that I've developed. When I mentioned that some beekeepers spend time every day browsing and chatting, that clinched it. He soon became a beekeeper and is now our club's high-tech guru.

Look for your opportunities. See how the person might become hooked. Maybe a C.P.A. might enjoy giving jars of honey away at tax time. Possibly a teacher could see how she could incorporate beekeeping into his/her teaching. Perhaps a store manager might enjoy the quiet of going in his hive as an antidote to a hectic workweek. Perhaps an artist could see ways to incorporate the by-products of honey bees in her art. You never know what will strike a person's fancy.

When a person says that my father (or grandfather or uncle) used to do bees,

that's an opening. One of the most common reasons given for keeping bees is because a relative did it. I believe it provides a connection with one's past. So, suggest to that person that keeping bees would be a way of continuing the family tradition. It's a strong, powerful persuader.

In discussions, your job is to emphasize how easy it is, how much of a learning experience it is, how pleasurable it is to become involved in a club, and how being a beekeeper marks you as someone special. At minimum, today's apiarist harkens back to simpler times, a reminder that agriculture is not dead, and a voice of independence that stands out among the conformist, materialistic, mass-market culture. In other words, a beekeeper is one cool dude.

Your job is to convey those sentiments to as many young people as possible.

Go forth and exude bees.



*The American Bee Journal Staff  
 would like to wish all of our readers  
 and their families a Merry Christmas  
 and best wishes for health, happiness,  
 and joy for the upcoming year!*

*Amy Leebold*

*Joe Graham*

*Marta Menn*

*Deanne Behrke*

